

## **Channel Manager (40 hours)**

### ***Are you Unitech Europe's new colleague?***

For our office in Tilburg we are looking for a passionate colleague who will join our Sales team. Within our work area you work closely with our Product Manager and Sales Manager.

#### **What are you going to do?**

- Based on the company strategy and sales target design the marketing / channel strategy to support to achieve the financial result;
- Stimulate and increase the run-rate business through distribution channel;
- Improve and increase our brand and product awareness;
- Increase the number of resellers;
- Main contact for our direct distributors: following weekly with wholesaler about running actions, results of each product line, proposals about new promotions to push certain lines, program, events, sales targets;
- Developing online marketing campaigns to improve our brands visibility and introduce new solutions;
- Developing a marketing / action plan with our main channel partners to achieve the channel targets;
- Executing and analysing results from implemented actions;
- Prospecting and appointing sub-distributors which we have none in the target countries;
- Closely working together with the Sales Manager and the Product Manager.

#### **Qualifications**

- Able to work "target" based;
- Background in sales or channel management, preferably with marketing experience
- Extensive knowledge of all our products and the IT related industry;
- Working in a structured way;
- Passionate, object focused and excellent accountability;
- Familiar with Office PowerPoint, Word and Excel;
- Can travel 2 to 3 days a week to different countries;
- Can work alone and is also a good team worker;
- Language: fluent English and preferably French, Spanish and / or German.



### **Offering**

We offer a steady but challenging position within a dynamic, international and developing organization with a market conform salary, including 13<sup>th</sup> month, 8% holiday allowance, profit sharing, pension, possibility collective health insurance, 26 holidays and Christmas bonus.

### **Who are we...**

Unitech Europe is one of the international subsidiaries (China, Japan and USA) of Unitech Electronics Corporation in Taiwan and a supplier of world class ADC (automatic data collection) products. We manufacture a wide range of Enterprise Mobile computers, Rugged handheld PDAs, Industrial Tablets, RFID Readers, Barcode Scanners, integrated T&A and Smart Living devices. Unitech products bring value to customers throughout the world in various industries, such as logistics, healthcare, retails, warehousing, manufacturing, transportation, and field services. From the sales & support office in Tilburg, Unitech Europe provides fast service and all-round support to customers in Europe, Turkey and Africa.

If you have the drive, ability and rise to this challenge you can apply by sending your motivation and CV to [hrofficer@eu.ute.com](mailto:hrofficer@eu.ute.com). For more information please contact Monique Spijkers, HR Officer (+31 (0)13 460 92 92).

